

Message Text

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ACTION EA-09

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FM AMEMBASSY MANILA

TO AMEMBASSY SEOUL PRIORITY

INFO SECSTATE WASHDC 1690

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E.O. 11652: NA

TAGS: BEXP, BDIS, KS

SUBJECT: ROCKWELL'S INTEREST IN ROK TWO AND ONE-HALF TON MILITARY
VEHICLE

ROBERT TAYLOR OF ROCKWELL INTERNATIONAL HAS ASKED EMBASSY
MANILA TO TRANSMIT FOLLOWING MESSAGE TO EMBASSY SEOUL TO
ATTENTION OF AMBASSADOR SNEIDER. QUOTE. WE RESPECTFULLY
REQUEST YOUR ASSISTANCE AND THAT OF YOUR APPROPRIATE PERSONNEL
IN SAFEGUARDING THE INTEREST OF UNITED STATES MANUFACTURERS
OF THE STANDARD USA ARMY TWO AND ONE-HALF AND FIVE TON MILI-
TARY VEHICLES OF WHICH THERE ARE 1,000'S IN KOREA. SPECIFIC
MODELS ARE M602 AND M54A2. ROCKWELL INTERNATIONAL IS THE
MANUFACTURER OF AXLES, BRAKES AND TRANSFER OF CASES FOR
THESE TRUCKS.

I. FOR SOMETIME REPUBLIC OF KOREA MINISTRY OF DEFENSE,
THROUGH A.D.D., HAS BEEN EVALUATING WHAT DIRECTION TO GO
IN MILITARY VEHICLES TO BE PRODUCED LOCALLY IN SOUTH KOREA.
IN SEPTEMBER, 1976, A COMPANY WAS SELECTED TO HANDLE THE
LOCAL PRODUCTION.

II. REQUIREMENTS IN KOREA FOR TWO AND ONE-HALF
TON VEHICLES ARE SIGNIFICANT. REQUIREMENTS FOR FIVE TON
ARE MARGINAL.

III. WE HAVE BEEN ADVISED THE DECISION WAS MADE TO
STANDARDIZE FOR THE FIVE TON ON THE USA ARMY VEHICLE,
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M54A2.

IV. CONCERNING THE TWO AND ONE-HALF TON, OUR INFORMATION IS THAT A.D.D., HAS RECOMMENDED TO MINISTRY OF DEFENSE THAT HINO MOTORS, JAPAN BE THE SOURCE FOR COMPONENTS AND TECHNOLOGY FOR TWO AND ONE-HALF TON ROK ARMY TRUCK. MILISTRY OF DEFENSE MAY HAVE ALREADY MADE DECISION BY NOW.

V. WE DO NOT FEEL THE SELECTION OF A JAPANESE TRUCK TO REPLACE THE USA TWO AND ONE-HALF TON TRUCK AS THE FUTURE STANDARD OF THE ARMY OF ROK SHOULD BE MADE WITHOUT OFFICIAL QUESTION AND FIRM OBJECTION IN SEOUL. IN LIGHT OF THE YEARS OF USA AID TO ROK WE FEEL THE U.S. CONGRESS SHOULD ALSO OBJECT.

VI. WE FEEL SUCH OFFICIAL PRESSURE IN SEOUL AND WASHINGTON IS TOTALLY JUSTIFIED DUE TO THE USA'S YEARS OF ASSISTANCE TO ROK.

VII, HOPEFULLY SUCH COMBINED ACTION WILL INSURE THAT USA COMPONENTS AND USA TECHNOLOGY WILL BE INCORPORATED IN THE NEW VEHICLES OF THE ROK ARMY. THIS WILL NOT ONLY PROMOTE USA EXPORTS BUT WILL ENABLE USA TECHNOLOGY TO BREAK THE ALMOST TOTAL JAPANESE VEHICLE MONOPOLY IN SOUTH KOREA.

VIII. IT IS MY UNDERSTANDING THAT THE A.P.C. BUSINESS- HAS ALREADY BEEN LOST TO EUROPEAN FIRM. WOULD BE IN-EXCUSABLE IF TWO AND ONE-HALF TON VEHICLE LOST ALSO.

IX. I WOULD APPRECIATE MEETING WITH YOU AT YOUR CONVENIENCE WITHIN THE NEXT TEN DAYS TO DISCUSS. KINDLY ADVISE MOST APPROPRIATE TIME. RESPECTFULLY YOURS,

ROBERT M. TAYLOR
ROCKWELL INTERNATIONAL FAR EAST
3703 (RAUTO) PN - TELEX ADDRESS
MANILA, PHILIPPINES
19TH OCTOBER 1976
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END QUOTE
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